

# Consolidated Financial Results for the Second Quarter of FY2021

## Consolidated Subsidiaries: 3

Kissei Shoji Co., Ltd. / Kissei Comtec Co., Ltd. / Hashiba Technos Co., Ltd.

Consolidated	Second Quarter of FY2020 Apr. 2020 - Sep. 2020			Second Quarter FY2021 Apr. 2021 - Sep.2021			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	288.3	32,284	100.0%	289.2	32,388	100.0%	0.3%
Cost of Sales	144.5	16,188	50.1%	151.1	16,924	52.3%	4.5%
Gross Profit	143.7	16,096	49.9%	138.1	15,463	47.7%	-3.9%
Selling, General and Administrative Expenses	125.5	14,051	43.5%	135.7	15,193	46.9%	8.1%
Operating Income	18.3	2,044	6.3%	2.4	270	0.8%	-86.8%
Profit Attributable to Owners of Parent	39.3	4,396	13.6%	50.6	5,666	17.5%	28.9%

Note: US dollar amounts are translated at the rate of ¥112= US\$1.  
Amounts are rounded down. As a result, the sum and breakdown of data may not equal the totals.

# Financial Forecasts for FY2021

Consolidated	Results of FY2020 Apr. 2020 - Mar. 2021			Forecasts for FY2021 Apr. 2021 - Mar. 2022			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	616.5	69,044	100.0%	583.9	65,400	100.0%	-5.3%
Cost of Sales	324.3	36,322	52.6%	308.0	34,500	52.8%	-5.0%
Gross Profit	292.2	32,722	47.4%	275.9	30,900	47.2%	-5.6%
Selling, General and Administrative Expenses	278.7	31,217	45.2%	290.2	32,500	49.7%	4.1%
Operating Income	13.4	1,505	2.2%	- 14.3	-1,600	—	—
Profit Attributable to Owners of Parent	47.2	5,285	7.7%	106.3	11,900	18.2%	125.2%

¥112= US\$1

# Trends in Business Performance

( Millions of Yen except Number of Employees)

Consolidated	FY2017	FY2018	FY2019	FY2020	FY2021 Forecasts
Net Sales	74,009	72,297	63,234	69,044	65,400
Operating Income	9,887	6,202	1,857	1,505	-1,600
Extraordinary Gain or Loss	283	-48	2,201	4,000	16,000
Profit Attributable to Owners of Parent	9,045	5,481	2,817	5,285	11,900
R&D Expenses	14,179	15,711	10,767	9,626	10,000
(% of Net Sales)	(19.2)	(21.7)	(17.0)	(13.9)	(15.3)
Depreciation and Amortization	2,492	2,607	2,562	3,148	3,700
Capital Investment	1,989	1,177	970	1,180	1,600
Export Value	8,343	6,153	5,731	4,600	3,700
Number of Employees	1,903	1,907	1,892	1,863	—

< Years ended / ending March 31 >

# Trends in Main Product Sales

( Millions of Yen )

Products	FY2019	FY2020	FY2020 2Q	FY2021 2Q	FY2021 Forecasts
BEOVA	3,185	7,024	3,387	3,973	8,300
MINIRIN MELT, etc.*	—	3,464	1,511	2,022	4,100
URIEF	5,857	3,671	1,969	1,476	2,800
P-TOL	5,752	5,885	3,039	2,946	6,300
DARBEPOETIN ALFA BS INJECTION	812	4,883	2,676	1,787	4,100
EPOETIN ALFA BS INJECTION	5,520	4,416	2,280	1,979	3,500
GLUBES	4,501	4,308	2,181	1,964	4,000
GLUFAST	1,406	1,161	619	530	1,100
MARIZEV	—	1,547	796	641	1,400
SALAGEN	1,604	1,526	781	734	1,500
RECTABUL	756	791	412	401	800
Nutritional food products	3,840	3,726	1,845	1,813	3,700

\*:MINIRIN MELT OD Tablets 25 $\mu$ g/50 $\mu$ g/60 $\mu$ g/120 $\mu$ g/240 $\mu$ g, DESMOPRESSIN Intranasal 0.01% Kyowa, DESMOPRESSIN Spray 2.5 Kyowa/10 Kyowa, DESMOPRESSIN injection 4 Kyowa

< Years ended / ending March 31 >